



STRATEGIC SUPPLY CHAINS

Differentiate Your Business with
Innovative Supply Chain Solutions

The Softeon Approach



The Problem: Bending to Business Pressure

Managing supply chains by reaction to constant business change puts a company at risk of over-engineering processes and under-utilizing technology. If technology decisions are not based on strategic requirements, then solutions that enable supply chain processes won't achieve business objectives. The challenge is how to keep a dynamic supply chain aligned with business strategy.

The Solution: Strategic Supply Chain Solutions

Driving Higher Business Value

Softeon's approach is to focus on what your company does best and concentrate on the unique value that you provide to your customers. We look for ways to increase that value by leveraging modern technology capabilities for the supply chain advantage that your business strategy needs.

Whether your objective is to build operational excellence, create customer intimacy, achieve competitive advantage or drive business expansion, Softeon is your partner from strategy through solution.

We team with your organization to:

- Translate business goals into optimal process requirements;
- Determine the functionality best-suited to achieve objectives;
- Conceptualize & configure solutions.

Strategic Supply Chain Solutions



Business Value Realization

Softeon collaborates with our customers to formulate an ideal solution to power their business strategy. We engage in a visioning process to understand business objectives, refine target values and identify technology enablers that will increase business value and achieve strategic goals.

Business and Technology Alignment

Current processes are benchmarked against industry best practices then selected processes are re-engineered to deliver higher value. During future process modeling, we create the vital link between targeted business issues and solution design requirements. The result is a roadmap that continually aligns business strategies with process and technology throughout solution development.

Change Management

The scope of our change management extends beyond implementation and training to business process optimization. We engage users in a systematic approach to connect each stage of solution implementation with process transformation, adding value at each stage. User confidence soars as the final solution reaches completion.

Softeon has provided us a software solution that improves every aspect of our warehousing and distribution operations. They have designed a warehouse management system for us that will allow our company, and any other beverage distributor, to stay on the leading edge of distribution and excellent customer service.

Jim LaRose
President
The House of LaRose
(Anheuser-Busch InBev)

Business Value Realization



Iterative Solution Realization

Softeon configures and integrates components from our solution platform to build a specific solution that meets customer requirements. Modules within each solution can be rapidly extended and enhanced in a unique way for each customer's process and functional needs.

Rapid Implementation

Our engineering methodology uses an iterative model to build incremental solutions that converge into a final solution. Improvements and enhancements are made and new capabilities are added at each stage.

Solution architects are able to rapidly configure a solution from pre-existing components and take advantage of components configured in prior iterations to deliver iterative solutions for customer testing. The process accelerates the adoption of the solution by the user and reduces the risk of schedule and cost overruns.

Business Process Optimization

With a gradual assimilation of new technology and process change into the organization, end users have time to learn how new processes will work and any changes or course corrections can be made immediately. Each phase ensures the vital connection is being made between business requirements and solution deliverables.

With Softeon's iterative development methodology and approach, business partner on-boarding and integration was reduced from nine to three months, without compromising the quality of our solution. System implementations were non-invasive to our customers, due to the flexibility and adaptability of the architecture deployed.

Harald Absmann
VP/CIO Sony DADC International
Sony DADC

Iterative Solution Realization

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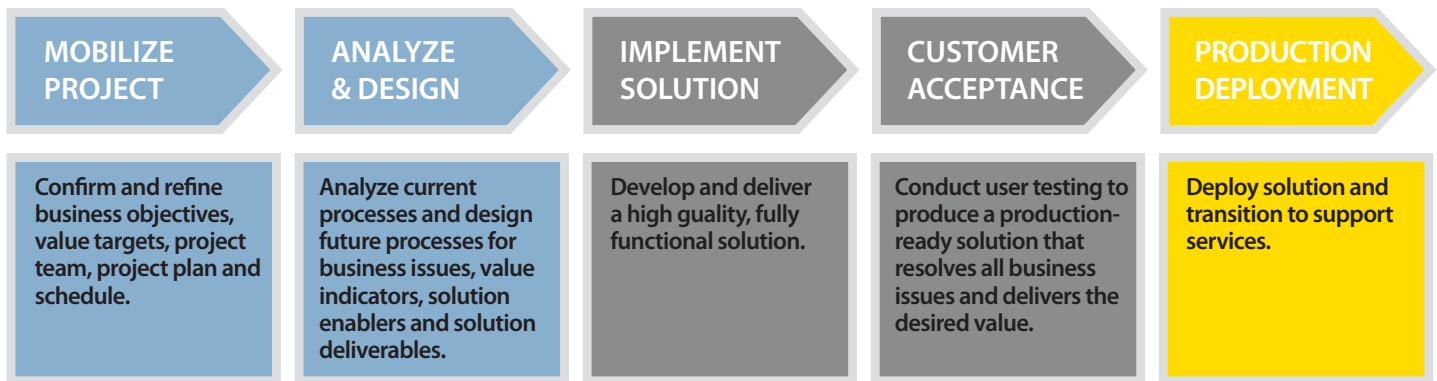
Softeon is driven by a culture of relentless focus on customer success. Our collaborative approach accelerates ROI and minimizes cost and risk. As a partner, we cultivate relationships with our clients that go well beyond solution deployment. Collaboration is a way of life at Softeon. We believe that teamwork is the formula for success.

“Some companies that need a WMS solution may hire a provider and say, ‘Go into our warehouse and set it up.’ Then they are stuck with what they get. The Softeon & Tastefully Simple partnership was built on two competent teams sharing a goal and planning relentlessly to hit it. That was the magic solution for us.”

Scott Fearing
Senior Advisor, Warehouse Systems
Tastefully Simple

SOLUTION ENGINEERING METHODOLOGY

Many Softeon projects are complex undertakings that involve ambitious objectives and significant organizational change. Our phased approach reduces risk and maintains momentum with a continuous delivery of real business benefits.



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